



Trade World UTAH

September 2006

TRAINING OPPORTUNITY! December 6-7, Complying with U.S. Export Controls

The Bureau of Industry and Security, cosponsored by the Utah Export Assistance Center and the Utah District Export Council, Presents "Complying with U.S. Export Controls," Salt Lake City.

This two-day program is led by BIS's professional counseling staff and provides an in-depth examination of the Export Administration Regulations (EAR). The program will cover the information exporters need to know to comply with U.S. export control requirements on commercial goods. We will focus on what items and activities are subject to the EAR; steps to take to determine the export licensing requirements for your item; how to determine your export control classification number (ECCN); when you can export or reexport without applying for a license; export clearance procedures and record keeping requirements; Export Management and Compliance Program (EMCP) concepts; and real life examples in applying this information. Presenters will conduct a number of "hands-on" exercises that will prepare you to apply the regulations to your own company's export activities.

**** This program is well suited for all companies and individuals who need a comprehensive understanding of how to comply with U.S. Export Controls and is a unique opportunity to receive such in-depth training without traveling out-of-state. ****

About the Instructors

The instructors are experienced export specialists, and enforcement personnel from BIS's field offices and other agencies. The instructors will be available throughout the seminar to answer your questions.

Location/time

Hilton Hotel Salt Lake City Center, 255 South West Temple, Salt Lake City, Utah 84103. Registration will begin at 7:30 am on December 6, 2006. The program will begin at 8:30 am on December 6, 2006 and end on December 7, 2006 at 4:30 pm. Parking is available at the hotel at the special conference rate of \$2.00 each day.

Accommodations

Please make your reservations directly with the Hilton Hotel Salt Lake City Center by calling (801) 328-2000. Please mention "Complying with U.S. Export Controls." A select number of sleeping rooms are available December 5-6, 2006 at the special conference rate of \$90. Hotel Website:
<http://www.hilton.com>

Registration

Advance registration is required for the seminar and space is limited. The registration fee is \$295 per person before November 1, 2006, and \$320 per person thereafter. The fee includes continental breakfast, breaks, lunch, and training materials both days. All registrations must be received by November 30, 2006. No refunds for cancellations made after December 1, 2006.

For seminar registration information, please contact either David Fiscus by phone at: (801) 255-1873, or by email at: David.Fiscus@NOSPAM.mail.doc.gov or Chris Quinlivan by phone at: (801) 255-1872 or by email at: Christopher.Quinlivan@NOSPAM.mail.doc.gov

Make checks payable to: Utah District Export Council and mail to: U.S. Department of Commerce, 9690 S. 300 W., Suite 331, Sandy, Utah 84070. You may fax your registration to: (801) 255-3147.

Other Questions?

For more information or questions on the topics to be covered, please call BIS's Western Regional Office at (949) 660-0144 or (408) 351-3378.

TRAINING OPPORTUNITY! Executive Certificate of Global Business Management The Salt Lake Community College's Executive Certificate of Global Business Management is offered to business executives, professionals, working staff, entrepreneurs, and qualified students who wish to increase their knowledge and improve their strategies in global business practices.

The course work is suitable for individuals new to international trade and assumes no prior international experience. But it will also be of value to business managers already involved in international trade who would benefit from an added in-depth exposure to international marketing, finance, and trade management. Professionals from service industries such as banking, transportation, and consultants will also find the courses useful to better understand the needs of their international clients.

The certificate consists of five courses and 30 hours of class instruction. It includes a professional working text and supplements designed to help guide a business into the world market. The courses are taught by experts and leading professional practitioners and will involve developing an international business plan, lectures, case studies, computer lab study, and hands-on practical experience.

Classes start October 5, 2006 and end December 14, 2006. A total of 10 classes will be on Thursday evenings with each class lasting 3 hours (6:00 PM – 9:00 PM). (No class during the Thanksgiving week) Classes will be held at the Miller Business Innovation Center, 9690 S. 300 W, Suite 333, Sandy, UT 84070.

For additional information on this incredible professional development opportunity, contact Stan Rees at 801/957-5556 or stan.rees@NOSPAM.slcc.edu , or go to: <http://www.buyusa.gov/utah/globalcert.pdf>

TRAINING OPPORTUNITY! Beginning Hindi for Business

Taught on Tuesdays and Thursdays, from 6 until 8 p.m., “Beginning Hindi for Business” is a 12-week class, beginning Sept. 12, in the University of Utah’s Language and Communication Building (LNCO), room 1945. Students in the class, which equates to three credit hours, will be introduced to the Hindi script, sound system, basic vocabulary, business terms and the culture of India. Course emphasis is on spoken Hindi and will be taught by Ashok Rajput, professor/lecturer of Hindi-Urdu in the U’s Department of Languages and Literature. Cost of the course is \$863.61. For more information and to pre-register, call Catherine Scott at 801-585-9438. Students may also register on the first day of class, in room 1945 of LNCO.

EVENT! September 13- Doing Business with Geneva-based United Nations Agencies

In cooperation with Commercial Service offices throughout the United States, the Commercial Service of the U.S. Embassy in Bern, Switzerland, is organizing a webinar (web-based seminar) for U.S. companies on the topic of “Doing Business with Geneva-based United Nations Agencies” to be held on Wednesday, September 13, from 9:00 a.m. to 10:30 p.m., (MST).

The procurement chiefs from several of these agencies will participate as speakers, giving you first-hand advice on how to navigate the complex U.N. system and what you need to know to be successful in working with their agencies. An understanding of the individual registration and procurement procedures of the various U.N. agencies and their overall coordination is essential to being able to take advantage of the full potential of doing business with the U.N. Both experienced and new U.S. suppliers to the U.N. can benefit from participation in this webinar.

In New York, in Geneva, and around the globe, the U.N. system procures annually an estimated USD 5 billion worth of goods and services from companies worldwide, and U.S. companies are among the major suppliers. Geneva is host to many U.N. agencies that are active in fields as varied as humanitarian aid, emergency relief, intellectual property, health, and more. Key agencies include the World Intellectual Property Organization, the United Nations Office at Geneva, the United Nations High Commissioner for Refugees, and the World Health Organization. Among other merchandise, these agencies procure tools, tents, food supplies, medical supplies and pharmaceuticals, as well as professional services. Procurement by the Geneva-based UN agencies fluctuates between an estimated USD 300 – 500 million annually.

To register, please go to the following website: <http://www.buyusa.gov/inlandempire/unwebinar.html>. Please note that there is a USD 35 user fee and registration is accepted through Monday, September 11. Before the webinar, organizers will confirm the speakers and send you copies of the PowerPoint presentations. For further information, please contact Julie Snyder at +41 31 357 7270, Julie.Snyder@N0SPAM.mail.doc.gov or Commercial Assistant Alexandra Talman at +41 31 357 7345, Alexandra.Talman@N0SPAM.mail.doc.gov, both in Bern, Switzerland.

EVENT! September 14- Patent Protection in China: A briefing on China’s Proposed Patent Law Amendments, and a Best Practices Panel discussion on Registration and Enforcement Strategies China IPR Webinar Series:

On September 14, 12:00pm – 1:30pm (MST), the China IPR webinar series will continue with a program on “Patent Protection in China.” please join U.S. Patent and Trademark Office Attorney-Advisor Elaine Wu in a discussion of China’s proposed Patent Law amendments, top industry concerns and recent delegation visit from China’s Patent office; Tom Moga, attorney at Butzel Long on registration options; and Skip Fisher, attorney at Schwabe, Williamson & Wyatt, P.C. on enforcement strategies. To register, please email your contact information to CHINAIPR@N0SPAM.mail.doc.gov. The program is free and is part of an ongoing series running from May until December. Past Programs are available on http://stopfakes.gov/events/china_webinar_series.asp

EVENT! September 14- Webinar on Proposed Revision of Export Licensing Requirements for China

Date: Thursday, September 14, 2006

Time: 11:15 am (MST)

Location: Your Office or Home Computer

Duration: 45 minutes

Cost: FREE

Register: <http://www.buyusa.gov/asianow/chinalicensingregs.htm>

This webcast program is for those companies, organizations, and individuals that have an interest in understanding the United States' revised policy for exports and re-exports of dual-use items to the People's Republic of China (PRC) as presented in the proposed rule published in the Federal Register on July 6, 2006. Bureau of Industry and Security officials will explain the amendments proposed in the rule and answer questions.

Discussion Topics:

- * Scope of proposed amendments
- * Revision to the China licensing review policy for national security controlled items
- * Understanding the proposed military end-use control
- * New authorization for Validated End-Users
- * New exporter requirements to obtain End-User certificates
- * Open Question & Answer

Speaker:

Matthew S. Borman, Acting Assistant Secretary, responsible for implementing the Bureau of Industry and Security's controls on the export of dual-use items for national security, foreign policy, nonproliferation, and short supply reasons. More on Mr. Borman's background:

<http://www.bis.doc.gov/about/MBormanBio.html>

EVENT! September 22- Logistics and Its Importance to Your Operation

The World Trade Association of Utah and Cargo-Link International invite you to tour the Cargo-Link facility and learn about Logistics and Its Importance to Your Operation. Scott Ogden, President and CEO of Cargo-Link will speak as will the Inter-modal Terminal Manager for the Union Pacific.

When: Friday, September 22, 2006

Where: Cargo-Link International 881 S 3760 W, SALT LAKE CITY, UT 84104

Time: 12:00 pm (lunch)

Cost: Non-Member rate: \$30.00 (to include the tour, presentation and lunch). Paid-Members: Depends on your membership status. For membership information, please email us at wtaofutah@gmail.com.

RSVP: To RSVP, please call Jennifer at the Global Management Center at 801-422-6495 and be ready with your 1) Name, 2) company, 3) email address and 4) phone number. Or email the preceding information to wtaofutah@NOSPAM.gmail.com

All RSVPs are due by 5:00 pm on Wednesday, September 20, 2006.

Any cancellations after Wednesday or failing to attend the meeting will result in an invoice for the cost.

India Business Development Summit and Trade Mission- November/December 2006

India, the world's fastest growing free-market democracy, presents lucrative opportunities for all types of businesses - including U.S. providers of pollution control and water treatment equipment and technologies. In 2005, U.S. merchandise exports to India were almost \$8 billion, doubled since 2002.

U.S. companies have the chance to make or increase sales in this booming market by joining the U.S. Department of Commerce's Business Development Mission to India. Under Secretary for International Trade Franklin Lavin will lead the Mission with coordination by the U.S. Commercial Service.

Start your exploration of India's booming market by participating in the Mumbai Business Summit. Continue your business search by joining one of six spin-off business matchmaking missions to Bangalore, Kolkata, Chennai, Hyderabad, Mumbai, or New Delhi.

The Mumbai Business Summit - November 29-30, 2006

Summit participants will have access to India's high-level business, industry, and government representatives and opportunities to gain insights into the country's trade and investment climate during strategic breakout sessions.

Trade Mission Spin-Off - December 4-5, 2006

Narrow your focus and get serious about India by continuing on to Bangalore, Kolkata, Chennai, Hyderabad, Mumbai, or New Delhi. The U.S. Commercial Service will arrange market briefings, networking receptions, and one-on-one business appointments with prospective agents, distributors, partners, and end-users for each U.S. company.

You may choose to register for the summit and a spin-off mission, just the summit, or just a spin-off mission. For additional details and registration information, please visit the India Mission website at: <http://www.export.gov/indiamission>

China Trade Development Mission, November 13-17, Led by U.S. Secretary of Commerce Carlos Guterrez

Does Your Company Have a China Strategy?

China is the fastest-growing major market in the world. It is now the third-largest trading nation and America's third-largest trading partner. Total bilateral trade with the U.S. in 2005 was \$243 billion. Total U.S. exports to China in 2005 were \$41 billion, an increase of 19 percent over 2004. Through May 2006, U.S. exports have grown 37 percent over the same period last year. As America's fourth-largest export market, China provides excellent opportunities for U.S. companies in a number of industries. U.S. companies have the chance to make or increase sales in this booming market by joining Commerce Secretary Carlos M. Gutierrez as he leads a delegation of U.S. businesses, representing a broad cross-section of industries on the Business Development Mission to China from November 13-17, 2006.

An Incredible Business Opportunity

The Department of Commerce recognizes that while many U.S. companies have been successful in China, some companies need assistance negotiating the Chinese market to take advantage of the great opportunities that exist. This Mission represents an opportunity for both experienced exporters to explore these opportunities as well as assist U.S. companies that are currently operating in China to participate in a program designed to increase their current level of exports.

The Mission will assist U.S. businesses to initiate or expand their exports to China's leading industry sectors by making business-to-business introductions, providing market access information, and providing access to government decision makers.

The Mission aims to:

- Assist U.S. companies that are experienced exporters enter China for the first time;
- Assist U.S. companies already operating in China increase their business there;
- Address obstacles to trade with China, including transparency, intellectual property rights protection, & rule of law;
- Provide information on U.S. Government trade financing programs, through the inclusion of representatives from USTDA, Ex-Im and SBA.

Take advantage of this opportunity and apply today!

Applications and additional information are available at <http://www.export.gov/chinamission>

The Participation Fee is \$8,500 per company and \$3,000 for each additional company representative. This fee excludes personal travel and lodging costs.

Exporter Alert: Suspicious Chinese Business Practices

Although China's booming economy offers great opportunities for U.S. companies, businesses looking to invest or export to any foreign country should always exercise due diligence. Several exporters recently reported unsolicited buyer interest from China and elsewhere that turned out to be bogus. While not all unsolicited interest is fraudulent, American companies should always be cautious when considering such situations. Requests for advance payments, samples or prototypes to be sent in advance of sales negotiations, cash for a banquet far in excess of typical costs, cash for travel expenses for an "essential" U.S. meeting, all pose red flags that a business "opportunity" might be fraudulent. Below is a partial list of measures you can take to protect your business in such circumstances: 1) Request a copy of the business license; check validity of address and phone number, license validity date, name of registered representative; 2) Request a copy of the company's certificate of import/export authority; 3) Verify the company's international trade experience; 4) Seek multiple references and check them. Request referrals of both suppliers and customers. To report a suspicious business offer from China, contact your nearest U.S. Export Assistance Center or the China Business Information Center at: <http://www.export.gov/china> or chinabic@N0SPAM.mail.doc.gov.

Proposed New Restrictions on Exports To China

On July 6, the U.S. Department of Commerce's Bureau of Industry and Security (BIS) published a proposed rule that revises and clarifies U.S. policy on exporting goods and technology to the People's Republic of China (PRC). The rule imposes significant new restrictions on certain U.S. exports to the PRC. The stated intent of the proposed rule is to prevent exports and re-exports that would make a material contribution to the PRC's military capability. The proposed rule:

- 1) Would require an export license be obtained to export or re-export certain listed items to the PRC when the exporter knows that the item is destined for a military end-use;
- 2) Expands the requirement to obtain an End-User Certificate to all items valued at over \$5,000 requiring an export license to the PRC; and
- 3) Establishes a list of certain authorized end-users in the PRC & elsewhere to whom certain specified items might be exported. Finally, it is important that freight forwarders, export finance professionals, international carriers and others be aware that these new restrictions apply to them as well, and not just to the actual exporter or re-exporter.

For more information on the proposed rule, please go to:

<http://a257.g.akamaitech.net/7/257/2422/01jan20061800/edocket.access.gpo.gov/2006/pdf/E6-10504.pdf>

European Banking and Insurance Fair 2006, November 13-17, 2006, Frankfurt, Germany

The European Banking and Insurance Fair 2006 is Europe's leading trade fair for the banking, insurance and information technology sectors.

EBIF offers American companies an incredible opportunity to showcase their information technology products and services to buyers from the banks, financial institutions and insurance companies of Europe. EBIF 2006 will be held at the Frankfurt exhibition grounds, and will feature:

- IT hardware and software products
- IT consulting services
- IT security services
- IT training services
- IT marketing services

The U.S. Department of Commerce is offering three participation options for U.S. companies at EBIF:

#1 Product Literature Center in the USA Pavilion. We showcase the products and services of companies not attending the event in person.

#2 Satellite Booth in the USA Pavilion. For companies sending a representative to EBIF, we provide a full-service booth in the USA Pavilion at a special rate.

#3 Standard Exhibitor Booth. We arrange for your company's booth outside the USA Pavilion through the trade show organizers.

For U.S. companies exhibiting at the show, the U.S. Commercial Service offers support via our Exhibitor Outreach Program, providing on-site counseling, market research, appointment matchmaking, and advance outreach, as well as follow-up through our U.S. Export Assistance Centers. The U.S. Commercial Service looks forward to helping you increase your business in Europe!

For additional information, please contact:

Elizabeth Powell, Commercial Specialist

U.S. Commercial Service

American Consulate General

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Web: <http://www.buyusa.gov/germany/en>, http://www.ebif.com/index_en.shtml